




≡ Item Navigation



Sources of influence


To carry out the change management process in an organization, you often have to effectively influence others.

The [previous reading](#)  covers six sources of influence that are correlated with successful change:

1. Personal motivation
2. Personal ability
3. Social motivation
4. Social ability
5. Structural motivation
6. Structural ability

Think about a time when you had to introduce a new process, concept, or project to a friend, a manager, or an entire team. Then answer the following questions:

- What kind of change were you trying to initiate or implement?
- Which sources of influence did you draw from?
- How did you apply your influence? What specific actions did you take?
- What was the outcome?

Share your experience and learnings, then head to the [discussion forums](#)  to learn more from others' experiences and respond to at least two peers.

Participation is optional

Your Reply

Type your response here...

